

# THE AMERICAN JOURNAL OF NURSING

VOL. VII

DECEMBER, 1906

NO. 3

## EDITORIAL COMMENT



### CHRISTMAS

THE holiday season is a time for retrospection and anticipation, often bringing sadness and happiness so nearly together that it is verily a mixture of tears and laughter.

To one who has been more or less in touch with nursing and nurses for a quarter of a century, the year just closing seems peculiarly eventful and significant. Not since the beginning of a system of education for nurses in this country have we been so unsettled; not since that beginning have we had so much occasion for rejoicing, nor so much occasion for discouragement.

We have been standing in the limelight of medical criticism, a position extremely trying, but one which we aim to meet courageously and without flinching.

That a part of this criticism is fair and just we acknowledge, but there are certain phases of the criticism which we feel keenly to be unjust, and as women who are intrusted with grave responsibilities, we claim the right to a certain amount of freedom in choosing between what is right for the patient and official subordination to the medical profession. That the right of the patient is often obscured by this official subordination we believe to be the hinging point of a large proportion of this criticism, a condition which, met reasonably by both professions, would clear the atmosphere and give all concerned the harmony which is absolutely essential to the welfare of the sick.

We believe this phase of nursing affairs to be a transition state due largely to the eternal struggle between man and woman. We believe that so long as nurses are taught that the patient's welfare and

comfort are secondary to medical research, just so long will this struggle go on. The first question to be settled is, where the fault for this teaching lies.

We have the warmest friends in the medical profession—men who recognize our faults while giving us full credit for our work and our aims; men who have helped us in the past and will help us in the future to work out our own salvation, which is all we ask. Reversing the picture, we find such warm appreciation of our work by the world at large, which includes the medical profession, that we find occasion for much Christmas happiness.

The appointment of one of our distinguished women to a chair in Columbia University, the appointment of a nurse as Inspector of Training Schools in the State of New York, the great position created by the alliance of Bellevue with five other hospitals, all confirm the growing recognition of the value of our training, and encourage us to continue our endeavor to hold to what we feel to be right.

The JOURNAL rejoices in the addition of many hundreds of new subscribers during the past year, and extends to both old and new friends the warmest Christmas greetings; congratulations to those who are fortunate enough to enjoy the holidays with friends and family, and sympathizing thoughts for those who must deny themselves that cherished privilege.

May the new year give us all courage and strength to do honest work in the sight of all men!

---

## NURSING EDUCATION: MEDICAL TEACHING

IN the discussion of the subject of nursing education and the defects in teaching methods in training schools, we come next to the place that physicians have occupied in the training of nurses in the first decade of our history. What we shall say is not intended to be in the nature of condemnation, but our endeavor will be to show, if possible, how the instruction given by physicians has been unsatisfactory in its results, because of a lack of a practical working knowledge of the subject, in just the same way that much of the teaching done by nurses has been unsatisfactory, because of the improper preparation of the teachers for this department of work. We have been passing through a pioneer and experimental period. There has been earnest, conscientious endeavor, but the fact that the results have not been more satisfactory would seem to be almost conclusive evidence that much of the teaching has been defective.

Speaking from our own personal experience, we think the generation of physicians who were the ranking officers of the hospitals where training schools were first started were better grounded in what we will call nursing principles than the physicians of to-day. The Lectures which were given in those early days, as we recall them, and as we refer to our notes taken at that time, were of a simple, practical nature. Perhaps we might say that thirty years ago medical men of note were not so truly scientific as those of the present time. They taught those first classes of pupil nurses the practical application of certain medical principles that were to be applied to nursing, without going very deeply into the purely scientific side of the subject. They were accustomed to dealing with a class of women who were lacking in education, and in long years of both private and hospital practice had been satisfied with a very limited amount of coöperation in the care of their patients, doing themselves much that is now done by nurses. Medical science has made great strides during this period. In fact, the whole field of aseptic surgery and bacteriology has developed since that time. Medical colleges have changed their methods of instruction, and the most ordinary student graduating to-day is more highly versed in the purely scientific side of medical practice than the most noted men were at the period of which we speak. The pendulum has swung to the other extreme in the medical teaching of nurses. We find the majority of physicians to-day lecturing to the pupils in the training school as they would lecture to medical students, using the same technical terms and requiring in the final examinations, which they usually conduct, that the pupil shall be able to answer the same class of questions which medical students are required to answer.

Referring again to the conditions existing in New York State, it will be remembered that at the time of the first full examinations which were held at the expiration of the term of the waiver, the Board of Examiners, in order to reach some understanding of the kind of questions which the nurse had been called upon to answer in the last set of finals, sent to the registered schools of the state, at that time eighty-five in number, and secured copies of the finals used in the majority of the schools. Of course among these papers were many that were practical, but there were a great many which required a kind of knowledge which, we do not hesitate to say, was out of the province of a nurse, and which she should not have been called upon to answer, in order to secure her nurse's diploma. We give a few of the questions, gathered at random from these papers:

1. Describe treatment following laparotomy.
  2. Give the principal constituents of bone.
  3. What is the difference between a nerve fibre and a nerve cell?
  4. How would you diagnose enterocolitis in an infant eight months old?
- Give general outline of treatment. What temperature would you have the water for an enterocolonic douche?
5. How many kinds of heart-murmurs?
  6. Give some positive differential diagnoses between a seven months pregnancy and a fibroid tumor.
  7. Name and describe the heart sounds.
  8. What is the average weight of the heart?
  9. Do you consider appendicitis a surgical or medical disease?
  10. Give symptoms of a floating kidney.
  11. How is X-ray produced?
  12. What do units, volts, and amperes represent?
  13. Mention the kinds of pleurisy, and give the symptoms of each variety.
  14. Name three diseases which may be diagnosed by blood examination.
  15. Where is dysentery located, and how would you treat a patient?
  16. Give some symptoms of Bright's disease. What is found in the urine in Bright's disease? What is found in the urine in diabetes mellitus? Is this a kidney disease?
  17. What would you do in an emergency case as follows: patient has plethory, dropsy, cyanosis, dyspnoea, and a rapid, thready pulse?

We could go on for pages with questions similar, but we think that those we have quoted show quite conclusively that too much time is being spent in many of our schools in the study of purely technical medical questions. Not the nursing side of medicine, which must be taught, and has always been taught, but subjects that have practically nothing to do with the nurse's duties, and which are not necessary for her intelligent coöperation with the physician, in carrying out his instructions.

The criticisms which are being made so generally that nurses are being taught too much medicine and not enough nursing, we think are perfectly just, when we consider that scores of nurses in one state have been obliged to answer such questions as the above in order to secure a diploma in nursing.

In the last examination, nurses taught under these same conditions, when called upon to answer such practical questions as will follow, showed an entire lack of instruction on subjects of practical nursing. We give only a few of these questions, to illustrate what we mean:

- Q. What function does food perform in the body?
- A. Food is taken to build up repair and to circulate the heart. Blood, fat, and muscle perform in the body. Food satisfies the lungs.
- Q. Mention the chief forces of proteids in our food supply?
- A. Sulphate of lime, built up the brains. Chief sources of proteids produce heat and muscle. Potatoes and all vegetables, cereals, starches, fats, milk, water,

are all mulsifying, by the action of pepsin, hydro-chloric acid, etc. Fat, alkaline, lime, are found in food supply. Proteids are obtained from meat stuffs.

Q. Mention the objections to a strictly milk diet?

A. Milk is indigestible, is the reason some persons cannot digest milk.

Q. Give the uses of water in the body?

A. Help to mulsify solids and go to make up bone.

Q. Describe in detail the preparation of a kitchen in a tenement house for a surgical operation?

A. No good doctor or operating surgeon would think of performing an operation in the kitchen of a tenement house, while there are good hospitals and nurses within easy reach.

The majority of applicants answered this last question exceedingly well.

Q. What is necessary for the growth of bacteria?

A. Air. They grow better in well babies than in sick babies.

And another to the same question: "They grow by division, and multiply by two." Still another: "Bacteria grow by addition, sub-division, and multiply by throwing out spores and breaking down of the tissues."

We refrain from giving more of these questions, as these are surely enough to illustrate our point. Forty out of sixty-six applicants passed at a general average of 75 or over.

That we need a new order of things in teaching in our schools goes almost without saying. Men who are to teach subjects purely medical should be required to show some fitness for this work, and be paid for their services, so that they will be justified in giving preparation to their subjects, and can be called to account by the school authorities if the work is unsatisfactory, or if the service is not promptly and efficiently rendered. This will seem like heresy, perhaps, when we consider the time which has been given, and the really earnest and conscientious work which has been done, by members of the medical profession, and which are still being given and done, gratuitously, all over the country. We need text-books prepared by physicians and nurse teachers in collaboration, in which the practical application of certain medical principles to nursing may be clearly defined and taught without the spending of so much time and study in aimless wanderings into the medical field. The advance in medical science calls for a broader and more intelligent understanding of medical principles on the part of the modern nurse, but these principles should be taught in their application to nursing, and not as in the practice of medicine.

We have reached a point in our development when all parties con-

cerned recognize this fact, but we have not yet succeeded in threshing out a system of instruction by which the purely medical side of nursing shall be taught efficiently and practically by physicians, and by which the strictly nursing principles shall be taught by nurses efficiently trained to teach. This seemingly chaotic condition is really a very hopeful state to have arrived at, because, having discovered that there are defects, and being all agreed that the remedy must be found, a practical solution of the whole broad question will now gradually be worked out. As we have said before, the responsibility for our unsatisfactory state does not rest entirely upon nurses themselves; nor does it rest entirely upon the hospitals that have maintained the schools, or upon the members of the medical profession, who have been largely the teachers. It is a responsibility distributed among these three groups of people, and will not be solved by a shifting of the burden from one set to the other, or by bitter criticism or scornful censure of the efforts and motives of either party. Medical men must be willing to coöperate and drop their attitude of arbitrary dictation in the matter of nursing education. Hospitals have a great responsibility, and nurses themselves must carry the heaviest part of the burden.

Realizing the great defects in the teaching of strictly nursing subjects by nurses, the American Society of Superintendents of Training Schools for Nurses established, some eight years ago, the course in hospital economics at Teachers' College, Columbia University. The cost of maintaining this department at Columbia has been borne by the nurses of the country, the superintendents of training-schools, graduates on private duty, and organizations, contributing, year by year, a stated sum of money, the great nursing body in this way endeavoring to improve that side of the teaching of nurses in training, for which it feels responsible. We think it may not be amiss to suggest that with the importance of the place which all agree nurses are coming to occupy more and more, in all departments touching the health and welfare of the human race, medical colleges might well establish a department where physicians will have an opportunity to study the whole broad question of modern nursing, and its relation to the practice of medicine, or, what might be better still, that the course of hospital economics at Columbia might be so broadened and developed as to include physicians. Bringing together the two groups of teachers in one school would certainly be a most effective way of solving some of the problems of the teaching of nurses.

We are printing in this issue the examination questions used by the North Carolina Board of Examiners at the last examination. North

Carolina has a mixed board, composed of two physicians and three nurses. In this examination, the subjects of Anatomy, Physiology, and Surgical Nursing are those of the medical examiners.

---

### THINGS THAT HAVE BEEN FORGOTTEN

ALMOST all people begin the new year by making some resolutions. Possibly many of these resolutions are forgotten as soon as made, but doubtless many carry with them the memory of better intentions, at least, for a long time. As we find ourselves nearing this period, when the new leaf is to be turned, we want to make a few very gentle suggestions to our readers and contributors in regard to their duty to the JOURNAL in the coming year.

Each fall brings in a set of new officers to the associations. Presidents and secretaries, new to organization work, are brought more or less into touch with the JOURNAL office. There are certain instructions which the retiring officers should give to those succeeding them, which would save embarrassment and annoying mistakes, both to the newly elected officers and to the JOURNAL. The fact that reports of meetings should be sent in at once, that there may be no mistake about their being received in time for the next issue, is perhaps the most important of the things we shall mention. These reports must be brief, must be written on one side of the paper only, and must be signed with the contributor's name and address and the date added. Personal items about the members of the organization, with marriage and death notices, should also be sent promptly, and all contributions should be in the hands of the editor-in-chief at Rochester before the 12th of the month, when possible, and not later than the 16th in an emergency. The pages of the JOURNAL close absolutely on the evening of the 18th preceding the date of issue.

The fact that it has been decided by the JOURNAL management not to publish formal obituary notices should also be explained by the retiring officers, and when it is proposed by some uninformed member of the association to send resolutions to the JOURNAL, the reason for not publishing such resolutions should be explained to the member. This will need to be done over and over as new members and new officers come into the society. The reasons for this decision are fully stated in the April number of the JOURNAL, and need not be repeated here.

Then the fact that the JOURNAL is the official organ of the Nurses' Associated Alumnae, with which all of the organizations are now affiliated, should be each year brought to the attention of the members, and the obligations of the profession to this organ be explained. It is only

in this way that the younger members can be educated to realize their responsibility to the JOURNAL, and to take an interest in its financial welfare and its professional development.

We feel as the year closes that there are many and special reasons why the members of the nursing profession should feel proud of their magazine. It is, first of all, backed by nurses' capital, it is edited by nurses, the business management is in the hands of a nurse, and its directors are all nurses. It wields a tremendous influence in nursing affairs the world over, and is quoted from constantly by nearly every nursing journal that is published, whether professional or commercial.

There has been an unusual amount of interest displayed, especially by the State Associations, in the development of the JOURNAL during the past year, and the result has been a very great increase in the subscription list, which means a broadening of the JOURNAL's educational and professional influence throughout our country. The mission of our magazine is educational. The financial management is developed, that its field of usefulness may be broadened.

The closing year of 1906 has been one of exceptional prosperity. The future has never seemed more brilliant. When those pioneer workers in the JOURNAL's field shall, in the course of natural events, relinquish its management into younger hands, the seasons of anxiety and the periods of doubt and of hardship will have passed, and the JOURNAL will be established upon a basis so firm that its professional expansion can go forward without financial restrictions.

---

## THE NURSING HISTORY

THE two years and more which have gone by since the announcement was made in the JOURNAL that Miss Nutting was preparing a History of Nursing have seen a vigorous growth of interest in the subject of past history. Nursing associations in all parts of the country are gathering material and making studies in the history of nursing, and it is currently supposed that at least one other person, and probably two, have, since Miss Nutting's announcement in these pages, planned to issue works dealing with the progress of the nursing art. We are glad to be able to announce that the book first projected by Miss Nutting will be published by G. P. Putnam's Sons, and that it is definitely promised to appear by next May.

During her entire professional career Miss Nutting has made nursing history a prominent interest. She is by nature and habit a lover and collector of books. She has gathered at the Johns Hopkins the



most interesting and complete library on nursing in existence, secured its future growth by a system of contributions from the pupils, and devoted to its uses a portion of a bequest which was left to be used in some way which would bring benefit and pleasure to the nurses. Miss Nutting devotes about half of this income to general standard works, and the other half to historical material.

The course of lectures which she gave at Teachers' College on nursing history has formed the basis and given the outline to the history. The collaboration with Miss Dock came about through the warm interest of the latter in the long-cherished plan, and the increasing magnitude of the labor required, which proved to be more than was compatible with the demands of an exacting hospital position. During Miss Dock's visit abroad, she searched the libraries of Berlin and Paris for historical material, and since her return has devoted the greater part of her time to the completion of the original plans. The book will be divided into three parts, whose contents will be, roughly speaking, as follows:

Part I.—The Nursing of Prehistoric Races; of Ancient Civilizations: India; Egypt; Greece; Rome; The Jews.

Part II.—Women Workers and Nurses of the Early Christian Church; The Monastic Nursing Orders; The Secular Nursing Orders, *i.e.*, the Béguines; The Sisters of Charity; The Knightly Nursing Orders; Famous Hospitals; Famous Nursing Saints; Romance and Story; Early Canadian Nursing; The Fifteenth Century; The Nursing Systems of Two Hôtel-Dieu of Paris and Lyons; The Dark Period of Nursing; Pre-Fliedner Movements of Reform; Kaisersworth and Deaconesses; Early and Later English Nursing; Pre-Nightingale Efforts.

Part III.—Times, Work, and Writings of Miss Nightingale; The Progress of Nursing in America to 1875.

The book will not continue its account later than 1875, and another volume is in contemplation, to deal with the modern period of organization.

---

## NURSES AND THE RED CROSS

A MEETING of the New York Committee for the enrolment of nurses for Red Cross service was held at the house of Mrs. William K. Draper on October 19th. It was decided to enroll two classes of nurses for Red Cross service: the regular private nurses for field work, and hospital nurses for administrative work, the conditions of salary, health

certificates, etc., being identical for the two classes of workers. This will make it possible for many of the older women, holding positions at the head of hospitals or training schools, to enroll for Red Cross duty, and will insure to the Red Cross the service of trained executive heads if, in emergencies, temporary hospitals have to be established. By this provision also, there would be no age limit, as many of our most valuable workers, who would not feel physically able to give field service in emergencies, will enroll with the prospect of being able to serve the country as supervising nurses.

We think the coming year should bring great developments in the Red Cross work, and that it is a matter which nurses should take up with serious consideration in the organizations. The past year has been one of unusual calamity, and the Red Cross, even in the infancy of its reorganization period, has proved a boundless blessing. There should be no holding back on the part of nurses to identify themselves with the state organizations where they are living, that in case of either national or local calamity there shall be no loss of life or prolonging of suffering that is within a nurse's power to prevent.

Nurses wishing to enroll for service under the Maryland Board of the American National Red Cross may obtain application papers from the Hon. Henry Stockbridge, 75 Gunther Street, Baltimore, Md. It is advisable that a large number of nurses should be enrolled, for this service is necessarily one of emergency, and when called upon for duty many of those enrolled will be unable to respond on account of hospital or other binding engagements.

---

### THE ARMY NURSE CORPS

WE understand that it is becoming difficult to keep the ranks of the Army Nurse Corps filled, and we believe that until some changes in the army regulations have been effected, which will alter the nurse's social position in the army and give her promotion with rank, this condition is likely to increase. We believe there should be a great effort made on the part of the nursing organizations of the country, the Spanish-American war nurses leading, to bring about an amendment to the army bill which will give promotion with rank, with all the privileges which would entail, for nurses in the army. It would mean a great concerted action, and while the result might be disappointing, to some extent, as all of our work is where we must depend upon other bodies for coöperation, still such an agitation could not fail to produce some result which would be an entering wedge on the side of improvement.

### THE SUSAN B. ANTHONY MEMORIAL

MENTION is made elsewhere in these pages of the memorial to Miss Susan B. Anthony, which is to take the form of a woman's building for the University of Rochester. Definite plans have now been perfected for carrying forward this work. It is hoped that the seventy-five thousand dollars which is to be raised will be largely contributed by the many thousands of women workers who have been benefitted, all unconsciously on their part, by Miss Anthony's efforts for the enlargement of opportunities for women. Leaving out entirely the question of political rights, Miss Anthony is recognized as the great leader in the movement which has improved conditions of women, and especially of working women, the world over. Miss Anthony was a believer in higher education for women. It was largely through her personal efforts that women were admitted to the University of Rochester. The Anthony Memorial Building is to be for the use of the women students of the University of Rochester, Miss Anthony's home city. The circular, found on another page, gives the names of the women who have taken the initiative in securing this memorial. No class of women in the world are benefitted more than trained nurses, from Miss Anthony's great work. It would be only fitting that the members of the great nursing body should contribute to this memorial.

The committee have arranged little subscription books, which make securing of subscriptions an easy matter, and the JOURNAL suggests that the matter be taken up by the nursing organizations, and that small sums be solicited for Miss Anthony's memorial. The Johns Hopkins Alumnæ have contributed twenty-five dollars to this fund.

---

### ABUSE OF THE R.N.

THE first flagrant abuse of the R.N. has come to our knowledge, and we want to be understood as absolutely condemning the practice of nurses in lending their names to the endorsement of proprietary medicines of any kind. We have in our possession a letter of such endorsement signed by a graduate of one of the Brooklyn hospitals, who is the chairman of a membership committee of a state having registration. We think her alumnæ association and the state society of which she is a member should take this matter in hand, and that in all cases of this kind the offense should be considered sufficient ground for depriving a nurse of her registration certificate. A woman who lends herself to such practices brings disgrace on the whole nursing body.

### THE NEW YORK INSPECTORSHIP

As a result of the New York State Civil Service examination for the position of inspector of training schools for nurses, Miss Anna L. Alline has received the appointment. Miss Alline was not the candidate recommended by the Board of Examiners, but her long connection with the course in hospital economics at Teachers' College, and the endorsement of the Dean of that college, gave her the ranking position in the examination.

This appointment is one of immense importance to the whole country. The New York law and the standards that it established have affected the schools of all the United States and Canada.

If Miss Alline rises to the occasion, New York will continue to lead. If she fails to appreciate the great opportunity that is before her, not only will New York State lose its leadership, but nursing education the country over will receive a setback from which it will not recover in many years.

While the JOURNAL appreciates Miss Alline's womanly qualities, it regrets that a woman with a record of greater achievement in training-school administration and leadership should not have been appointed to this position.

The result of the Civil Service examination in New York State demonstrates the inadequacy of the system when applied to nursing affairs.

---

### A NEW TEXT-BOOK BY MISS McISAAC

MISS ISABEL McISAAC is writing a text-book for first year pupils, which is to deal entirely with methods and technique, and which will be the first of the series of American Text-Books of Nursing to be published by THE AMERICAN JOURNAL OF NURSING COMPANY. The first volume will be published in the early summer. Miss McIsaac needs no introduction to the nurses of to-day. She has a world-wide reputation as a teacher of nurses, and in her contributions to the JOURNAL—"A New Cranford"—she has shown such an unusual "gift of expression" with her pen that, whatever other faults the book may contain, we are sure it will not be "dry."

---

### A NEW KIND OF ORGANIZATION

ONE of the new lines of work which has developed during the year in its form of organization is the Nurses' Volunteer Benevolent Association, of Rochester, N. Y. This is, practically, a district nurses'

association, which has been organized and financed up to the present time by nurses. The first nurse was put in the field on April 15, and now, having demonstrated that such an association is needed in the city, the nurses are appealing to the general public for funds with which to carry on the work. Very great interest has been manifested by a number of the leading philanthropists of the city, and it is hoped and expected that the efforts of the nurses along these lines will be maintained through the coöperation of the general public. The association has a membership of in the neighborhood of eighty nurses, who have contributed either money or service, and the president is Miss Jeannie M. Wilson, whose address is No. 372 Hayward Avenue, Rochester, N. Y. We shall give in a later issue a detailed account of the manner in which this society has been organized.

---

### NEW ALUMNÆ JOURNALS

THE Alumnæ Association of the U. B. A. Hospital, Grand Rapids, Michigan, has published the first number of a very creditable alumnæ magazine, to appear quarterly. The editor is Miss May Simm, and the business editor is Mrs. Kate MacDonald. The Presbyterian Alumnæ of New York City have also started a journal, and the Alumnæ of the Hospital of the Good Shepherd, Syracuse, are considering ways and means of doing the same. We welcome all such magazines as being great forces in the education of nurses.

---

### TO REVIEW THE FIELD OF STATE REGISTRATION

So great has been the demand for information bearing upon every side of the question of state registration for nurses that we have decided to begin in January a review of the whole broad subject. The bills that are now in operation will be reprinted in such form that they can be detached for more convenient use. Miss M. M. Riddle, president of the Massachusetts State Nurses' Association, will write the first of a series of papers to appear during the first half of 1907, her subject to be "Why We Need State Registration." How to pass a bill, the educational influences of State Registration, what it has already accomplished, defects in existing laws as demonstrated by administration, and other equally important features of the registration movement will be brought out. Among the writers already secured are Miss S. H. Cabanis, of Virginia; Miss Louie

Croft Boyd, of Colorado, and Miss S. F. Palmer, of New York. Other equally well-known leaders in the movement will contribute to the series. There will be reprints of the articles for sale, which may be had from the JOURNAL headquarters in Philadelphia.

---

### WANTED

THE JOURNAL now wants in every city a bright, energetic nurse of pleasing address, who is capable of looking after the interests of THE AMERICAN JOURNAL OF NURSING during her spare moments.

We are appointing representatives all over the country for this purpose, and a prize of twenty-five dollars is to be awarded to the most successful, *i.e.*, to the one who sends us the highest number of orders. Five prizes of ten dollars each will be awarded to the next five most successful, and five additional prizes of five dollars each to the next five most successful. These prizes are in addition to the regular commission paid. No representative works for nothing; a commission is paid on every order received.

For instance:

For five	orders	we	pay.....	\$2.50
" ten	"	"	" .....	5.00
" fifteen	"	"	" .....	7.50
" twenty	"	"	" .....	10.00
" forty	"	"	" .....	20.00

and so on in a like proportion.

The person sending the most orders is awarded the prize in the manner stated above. The orders may be *new* or *renewal* subscriptions, and as an inducement each representative is privileged to offer the December number *free* with every yearly subscription to begin with the January, 1907, issue.

The only restrictions are that all orders must be mailed on or before February 28, 1907, and cash, less commission, must accompany each order. Such orders to be sent to the Business Manager at the Philadelphia office, 227 South 6th Street.

The time is short, and the sooner those wishing to do this work begin, the more they may hope to accomplish. Write now for literature and order blanks. Our regular agents who are nurses may avail themselves of this offer.